Functional Fiero

Pontiac's mid-engine, two-seat Fiero, which debuts this September, features separate reinforced body panels which Pontiac has named Enduraflex. The Fiero also offers optional cast aluminum wheels.

Domestics climb 34 pct. in July; imports, 7 pct.

New-car sales recovery continues

By Jenny L. King
Staff Writer

The automotive retail sales recovery moved ahead strongly in July, with domestic auto makers posting a 34.18-percent sales increase and imports up 7.60 percent. Domestic sales were up each of the three periods in July and have been on the rise steadily since mid-May when they missed by only 3.12 percent the year-ago mark.

Domestic sales have been up on a monthly basis six of the seven months so far this year, and there have been sales increases in 17 of the 21 10-day periods.

U. S. auto makers sold 576,864 new cars in July, up 34.18 percent from 429,908 a year ago. It was their best July since 1979 when 688,377 new cars were moved. Year-to-date domestic sales climbed to 3,911,893, up a healthy 16.26 percent from 3,364,732 in 1982.

Import sales of 214,446 were up 7.60 percent from 199,295 in July of 1982. Import penetration plunged from the July record of

Tables on Page 43.

1982 — 31.68 percent — to 27.10 percent. Import sales for the first seven months were up 9.79 percent, to 1,428,180 from 1,300,795. They represented 26.74 percent of the total market.

Combined sales in July numbered 791,310, up 25.76 percent from 629,203 in 1982. Year-to-date sales totaled 5,340,073, up 14.66 percent from 4,665,527.

• On a daily-rate basis, domestic sales were up 39.55 percent in July. There were 25 selling days this July compared with 26 a year earlier, yielding averages of 23,075 vs. 16,535, respectively.

General Motors celebrated a 40.53-percent sales increase for the month, expanding its total to 347,966 from 247,602 in 1982 (up 46.16 percent daily rate).

Ford Motor Co. was up 16.55 percent, to 129,358 from 110,988 (up 21.20 percent daily rate). Chrysler Corp. sales of 74,785 U. S.-built cars were up 35.84 percent from 55,052 (up 41.28 percent daily rate). Chrysler sales have been up for 10 consecutive months.

At American Motors, retail sales soared 67.59 percent, to 14,007 from 8,358 (up 74.45 percent daily rate). Renault Alliance sales of 11,161 represented almost 80 percent of the American Motors July total..

Volkswagen of America was the only domestic manufacturer to report a sales decline. VWoA was down 22.32 percent, to 6,143 from 7,908 (down 19.08 percent daily rate). Honda dealers retailed 4,605 Ohio-built Accords in July.

GM earned 60.32 percent of the domestic market for the month, up from 57.59 percent in 1982. Ford had 22.43 percent, down from 25.82 percent. Chrysler edged up to 12.96 percent from 12.81 percent.

American Motors sales accounted for 2.43 percent, up from 1.94 percent. VWoA had 1.06 percent compared with 1.84 percent a year earlier, and Hon-

Continued on Page 43, Col. 1

Where Auto Market was in July, 1983

	Total Sales	Pct. of Total
SUBCOMPACT	93,052	11.76
COMPACT	135,553	17.13
INTERMEDIATE	206,156	26.05
STANDARD	101,659	12.85
LUXURY	40,444	5.11
IMPORT	214,446	27.10
TOTAL	791,310	100.00

AMC, Chrysler, Ford, GM cover selected models

New finance programs put in place

By Joseph Bohn
Marketing Editor

Low-interest financing, although phasing down, is still there for selected General Motors, Ford Motor Co., Chrysler Corp. and American Motors models under new programs that run into September.

Ford also has a dealer cash incentive, and Nissan extended its 8.8 percent financing program on trucks from Aug. 1 to Sept. 30.

Generally, GM's new program reflects its desire to wean the public off incentives.

Its 10.9 percent financing offer on T, X and A-body models and compact pickup trucks, delivered from Aug. 1 to Sept. 21, is not as lucrative as the 9.9 percent financing offer that preceded it.

GM is offering 10.9 percent on Chevette/Pontiac 1000 (T-cars); Citation, Phoenix, Omega and Skylark (X-cars); Celebrity, Pontiac 6000, Cutlass, Cutlass Ciera and Century (A-cars); also, Chevrolet S-10 and GMC S-15 pickups.

As with previous programs, dealers give up 70 percent of their finance reserve on these models to participate. During the period, buyers of Chevette/Pontiac 1000, Chevrolet S-10 and GMC S-15 pickups can opt for a $300 rebate in lieu of the financing.

GM through GMAC is also offering an unadvertised special of 12.9 percent financing on all J-cars and F-cars and on two and four-wheel-drive 10-Series pickups on contracts of 36 months or less, Aug. 1-Sept. 21.

J-cars are the Chevrolet, Pontiac 2000, Oldsmobile Firenza, Buick Skyhawk and Cadillac Cimarron. F-cars are the Chevrolet Camaro and Pontiac Firebird. The 10-Series pickups are the standard size light-duty pickups.

• Meanwhile, Chrysler, although generally in tight supply across the board, extended its previous 9.8 percent financing or alternative $400 rebates on subcompact Horizon, Omni, Turismo and Charger models through Aug. 10.

Chrysler dropped the K-cars from the program, however, because of tight supply.

On '84 subcompacts, Chrysler is offering more product content to bolster their appeal.

The company is offering a free automatic transmission package, worth $461 at retail, or alternative free five-speed transmission/2.2-liter engine package worth $220 at retail on all '84 Omni/Horizon and Turismo/Charger models, with the exception of highline premium Charger 2.2, Turismo 2.2 and Shelby models.

To get the free packages, offered since the beginning of '84 dealer orders, the car must be ordered with other selected equipment.

GM and Ford are expected to have some special value packages like this when '84 prices are announced.

• Ford is offering both low-interest financing and alternative rebates and dealer cash incentives under separate programs that run from Aug. 1 to Sept. 21.

Ford is offering either 10.9 percent APR financing, through Ford Motor Credit only, or $350 cash rebates on eligible 1983 four-cylinder Ranger pickups sold or leased during the program period. (There's a rule of one unit per customer.)

The 10.9 percent financing is on contracts of 12 to 48 months.

Six-cylinder Rangers are eligible for $300 rebates, plus 13.9 percent financing.

Ford is also offering 13.9 percent financing on all other new '82/'83 cars and light trucks, except for Mustang/Capri and Thunderbird/Cougar, which are covered separately by dealer incentives.

The 13.9 percent financing covers only contracts of 12 to 36 months.

On the 13.9 percent, dealers get their normal finance reserve. On the 10.9 percent financing, they get 1.614 percent of the amount financed for recourse paper and 0.71 percent of the amount financed for nonrecourse paper.

Ford is paying cash to dealers on sales of Mustang/Capri and Thunderbird/Cougar.

Payments are: Zero to 30 percent of objective, nothing; 30.1-55 percent, $300 per unit; 55.1-90 percent, $450 per unit, and 90.1 percent and over, $700 per unit.

To cover extremely small dealerships with very low objectives, Ford stipulated that there is a one-unit no-pay qualifier in its program for dealerships, regardless of size, and that maximum payment on the second unit can be no more than $450.

American Motors is offering 10.9 percent financing for contracts up to 36 months on '83 Renault Alliance and Jeep CJ-5, CJ-7 and Scrambler models, sold and delivered during Aug. 2 to Sept. 21.

A 12.9 percent rate is available on contracts from 37 to 48 months, also through Sept. 21.

AMC dealers are required to give up their entire finance reserve to participate.

Datsun's 8.8 percent financing program is called "Nissan Truck Stampede" and covers new '82, '83, '83½ and '84 trucks financed during the period.

Contracts up to 48 months are covered, and Nissan pays the full amount. Customers have a choice of $300 rebates in lieu of the financing.

$300-million credit line pursued by Chrysler

By Kathleen Hamilton
Financial Editor

Chrysler Corp. is in the early stages of trying to set up a $300 million line of credit—while planning to never actually borrow the money—so it can quickly get out from under U. S. Loan Guarantee Board control.

Chrysler plans to repay the last $800 million of its government-guarantee loans on Aug. 15.

But the terms of the loan guarantees say the U. S. government will retain a lien on virtually all property owned by Chrysler in the U. S. and Canada for a year and a day after the loans are repaid.

That clause was written to avoid potential problems in bankruptcy court, according to a spokesman for the Department of Treasury. In some cases, a judge may order creditors to pay other creditors of a bankrupt firm with the funds they received recently from the defunct firm.

At the time of the guarantees, bankruptcy was a very real possibility for Chrysler.

Although it is healthier now (and, in fact, has just turned in two record profit quarters), the loan board said it would waive the provision on the liens only if one of two conditions are met. Either Chrysler must issue $200 million worth of bonds in the public debt market or it must get $300 million in a bank line of credit.

• The latter is preferable at this point because of interest rates. Talks with bankers are in such an early stage that it is unclear whether it will cost Chrysler anything to get this line of credit it doesn't plan to use, according to a company spokesman.

A bank line of credit for Chrysler is considered somewhat of a milestone in financial circles. Since the first government-backed loans were issued in 1980, Chrysler hasn't been able to shop for credit like other companies.

In these recent negotiations, the bankers approached Chrysler, not the other way around, the spokesman said. That is another novelty for the resurrected company.

The line of credit is expected to be firmed up perhaps six months from now, after $1.2 billion worth of Chrysler Financial Corp. debt is restructured.

Getting rid of the liens is an attempt to get Chrysler back into the private sector, not necessarily an attempt to woo a partner.

"We will do that by becoming more profitable," the Chrysler spokesman said, citing Chairman Lee A. Iacocca's past statements to that effect.

Telstar from Ford of Australia

Ford Motor Co. of Australia, Ltd., has introduced the Telstar, a front-wheel-drive, two-liter sedan which is based on the Mazda 626.

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58th year — No. 4980

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Chrysler is seeking delay in U. S. sale of stock warrants

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — Chrysler Corp. will ask the government to postpone selling the 14.4 million Chrysler stock warrants it holds until Chrysler seeks a Congressional review of the matter.

Iacocca is sending a letter to Treasury Secretary Donald Regan asking for the postponement.

After Regan informed the auto maker that the Chrysler Loan Guarantee Board had decided to sell the warrants in open-market bidding, Chrysler Vice Chairman Gerald Greenwald told a House Banking subcommittee that the decision was the "wrong example of how to conduct an industrial policy."

It was expected that details of the bidding procedure could be made public this week.

The government received the warrants as part of the Chrysler loan guarantee package in 1981. Each warrant permits the holder to purchase one share of Chrysler common stock for $13 by 1990.

Chrysler stock was selling for $5 a share when the warrants were issued. It closed at $26 last Thursday. The Chrysler warrants were selling at $17.50 when Greenwald spoke to the subcommittee.

The decision to sell the warrants was announced following Treasury receipt of an unsolicited bid from Shearson-American Express. Shearson reportedly offered the government $300 million for the warrants, $50 million more than a buyback proposal made by Chrysler.

The bidding announcement drew immediate criticism from the auto maker. Chrysler Chairman Lee A. Iacocca said he was "shocked."

Chrysler had earlier made shock waves of its own, first by suggesting the government forego a profit by simply handing the warrants back to the corporation, and then by announcing it would pay off its remaining debt seven years ahead of schedule.

During the House Banking Subcommittee hearing, Greenwald conceded the warrant giveback idea was a bad one.

Prof. William J. Abernathy, management of technology professor at Harvard University; Martin L. Anderson, of M.I.T.'s Future of the Automobile Program, and Maryann Keller, auto industry analyst from Vilas-Fischer, all expressed doubts about the government's decision in terms of promoting Chrysler's long-term profitability.

Subcommittee Chairman John J. LaFalce, New York Democrat, said he intended to have discussions with the loan board concerning the warrant sale.

He said, "I wish the loan guarantee board had consulted this committee before making its decision to go to the market."

Greenwald told the subcommittee, "The government's role should not be to maximize profit, but rather to use levers to move that company away from assistance promptly, away from risk."

• Greenwald said the government had abandoned the "equality of sacrifice" that had made Chrysler a success and that Chrysler's unions, suppliers and bankers could soon follow suit. Those demands could turn money away from badly needed product and plant investment, he said.

Suggesting that the government at least speed up the expiration date of the warrants so they would be exercised in six months instead of seven years, Greenwald said any modification of the present plan would be an improvement.

Industry analysts appeared sympathetic to the Chrysler case. Keller told the subcommittee "the warrants are a continuing disadvantage to the company" and "an investor doesn't want to think that his interest in the company is going to be diluted by exercise of the outstanding warrants."

But in a letter, Regan told Iacocca the government had an "obligation to deal with the warrants in a manner that is fair to the interests of both Chrysler and the American people."

Congressmen eye warrant proceeds for retraining

WASHINGTON. — Proceeds from the sale of the Chrysler warants should be used to retrain laid-off UAW workers, 19 members of the House Banking Committee told President Reagan last week.

The congressmen, who have oversight powers governing the Chrysler Loan Guarantee Board, said in a letter to the President:

"There is no doubt that the entire auto industry is in transition. Since government-guaranteed loans played such a vital role in helping Chrysler begin this transition, it makes eminent good sense to us to use the 'rescue fee' — as the warrants may be viewed — to help those people who will give up the most in the industry's transition."

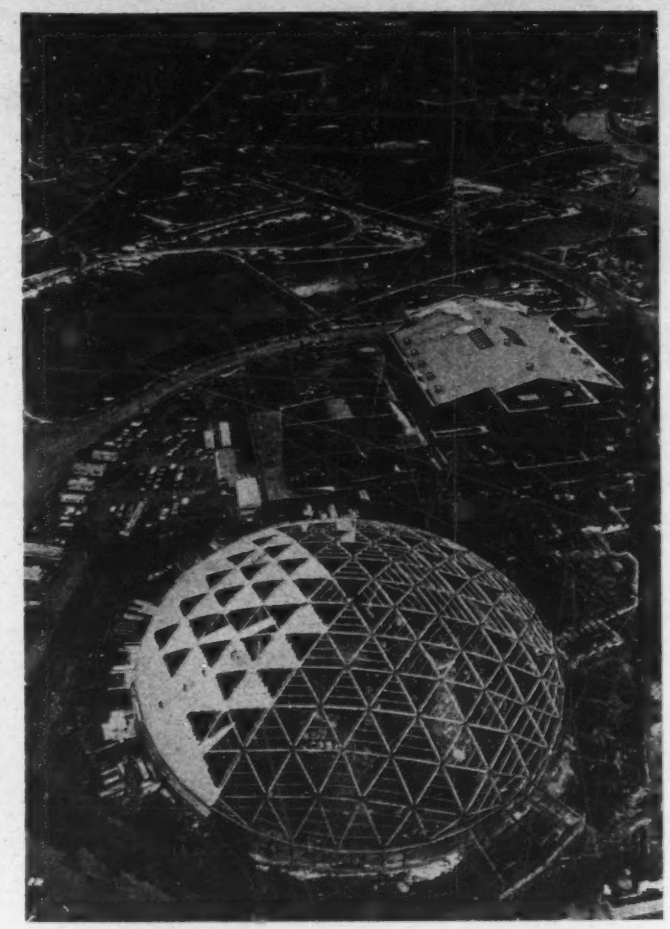
The congressmen said that many of the jobs that have been lost have been lost permanently.

The letter did not indicate how the workers were to be retrained, nor did it express dissatisfaction with the loan board's decision to sell the warrants.

Buyer gets new truck, dealer gets his goat

AVON, Ill. — When Pat McKinley, operator of Avon Motor Sales, Inc. (Chevrolet-Oldsmobile) here, advertised "We trade for anything," Richard Frakes took him up on the deal.

The result: The dealer took a two-year-old nanny goat in trade and Frakes drove away in a new Chevrolet pickup.



Flint's AutoWorld

Major construction for AutoWorld's $70 million facility in Flint has been completed. The entertainment center, which is a tribute to the automobile, is slated to open July 4, 1984.

GM donates $1 million to AutoWorld

FLINT. — A $1 million donation from the General Motors Foundation kicked off a $10 million fund-raising campaign to complete financing of AutoWorld, an urban entertainment center dedicated to the auto.

Major construction for the $70 million facility has been completed, and the center is expected to open July 4, 1984. It is expected to draw more than 900,000 visitors in its first year of operation.

The C. S. Mott Foundation has already contributed $11 million to the AutoWorld project. Other funding has been provided by the city, state and federal redevelopment funds as well as some private sources.

AutoWorld is part of a new generation of entertainment centers providing a blend of theme parks, science centers and museums.

When completed, AutoWorld will include a dome 70 feet high and covering an area the size of a football field, with its own pine forests and river to recreate historic Flint.

At night, special effect fireworks and laser light shows will be offered.

AutoWorld is part of the revitalization of downtown Flint which includes more than $350 million of capital development during the last decade.

Shop volume up 15.6 pct. for June

Another big gain for Service Index

By Francis J. Gawronski
Service Editor

For the second month in a row, the rate of growth of service and parts business in new-car dealerships has been above 15 percent, according to the Automotive News Service Index.

In June, shop volume amounted to 115.6 percent of the business recorded in the same month the year before. The May index was 115.3 percent of year-earlier volume.

The increase in June was the biggest since January, 1979, when the combined service and parts business at dealerships was 21.1 percent over the same month the previous year.

June's increase also marked the fourth consecutive month in which service-parts volume has shown an increase over the comparable year-earlier period.

For the second consecutive month, all five indicators used in the Service Index were up impressively, led by shop parts sales, those used on both customer-paid and warranty work, which climbed 18.9 percent over the year-ago figure.

The next biggest hike was recorded by sales of parts and accessories with an increase of 18.4 percent, followed by gross profit on all labor, parts and accessory sales — the most important indicator from the dealer's viewpoint — topping last year's figure by 14.8 percent.

Total labor sales (customer-paid and warranty) moved ahead of last year's figure by 14.7 percent, while repair orders written were up 11.5 percent, the biggest jump since July, 1978, when ROs topped the year-ago volume by 16.9 percent.

Figures used in the Service Index are averages compiled from dealer reports on shop operations from a cross-section of the nation's new-car dealers.

Because of June's impressive showing, service and parts business for the first six-months of 1983 jumped to 107.3 percent of the volume for the same period in 1982. Business in dealers' shops during the January-May period of this year amounted to 106.3 percent of the year-earlier business.

SERVICE INDEX
115.6*

	June, '83 vs. June, '82	6 mos., '83 vs. 6 mos., '82
Gross Profit on All Labor and P&A Sales	+14.8%	+ 9.5%
Repair Orders Written	+11.5%	+ 0.4%
Total Labor Sales (Customer & Warranty)	+14.7%	+ 7.4%
Shop Parts Sales (Customer & Warranty)	+18.9%	+ 8.8%
Sales of All Parts and P&A	+18.4%	+ 7.7%

*—Survey by Automotive News shows that dealers' service and parts business in June, 1983, was 115.6 percent of business in June, 1982. Service business in the six months of 1983 was 107.3 percent of business in the corresponding period in 1982.

All-Japanese automatic uses new techniques

Isuzu Motors, Ltd., together with Fujitsu, Ltd., and Diesel Kiki Co., has developed an innovative automatic transmission whose fuel economy is far superior to the conventional models of the torque converter type, according to the Japan Economic Journal.

Isuzu is planning to install the new transmission on its subcompact Florian Aska series this year and is ready to start selling it to Japanese and foreign auto makers and also grant them production licenses.

An Isuzu spokesman told the Japan Economic Journal that the new automatic transmission may entirely supersede the existing models — either automatic or manual.

While using the mechanism of the manual transmission, Isuzu's new automatic equipment has done away with clutch and gear change operations by employing electronics and automatic control skills, the Japan Economic Journal said.

In this joint project, Isuzu undertook the development of the total system; Fujitsu, the control unit programming, and Diesel Kiki, the development of the hydraulic operating apparatus, it was reported.

Before this development, U. S. enterprises had monopolized the area of automatic transmission design. As a result, Japanese auto and parts makers have had to tie up with U. S. companies in producing automatic transmissions.

shop talk

Continued from Page 14

pete effectively in each of those subareas.

Citing the area of shop sales, Campbell said Toyota has devised programs to attract as many as possible of the more than 5 million Toyotas in operation and their owners back to Toyota dealerships.

"To do this, we have gone to an ongoing direct-mail program to Toyota owners twice a year or we encourage the dealers to do it," he said. "We have a national program and the dealers have a program. We suggest either, or a combination of both."

Campbell said the programs offer the owners an incentive, such as a filter with an oil change or free spark plugs, to remain loyal to Toyota dealerships.

Campbell said direct-mail may not be the most glamourous way of advertising but it is the most cost-effective way of getting the job done.

He said the redemption rate on direct-mail averages 10 percent. About 90 percent of the dealers participate in the programs.

Campbell said Toyota also has a cooperative ad program with dealers, called Cheap-2-Keep.

"We co-op with the dealer. We give him the ad material with a national theme and he can advertise in newspapers and on radio and we share the advertising expenditure with him," he said.

"The dealers have to spend their money first before we will co-op with them. About 70 percent of the dealers participate in the program on an ongoing basis. We pay about 30 percent of the cost. At one time, it was 100 percent.

• "This is the thrust of what we are doing to get Toyota owners back into the dealerships," he said. "It is unrealistic that all 5 million owners will come back to the dealerships. Some will do their own work and others will go elsewhere. So we have programs to help the dealers meet these needs."

For the do-it-yourselfer, Toyota has undertaken a parts package program and is trying to get the dealers to display them properly.

"We want dealers to be mini jobbers," Campbell said. "To do this, some have to increase their parts areas, others will have to put in special counters."

Campbell said Toyota also offers special training on retail merchandising to dealers and their personnel.

He also noted that Toyota's STAR (Support to Aftermarket Repairs) parts wholesale program has been revised to include a new field contact plan, expanded training and new support material.

Under the program, dealers are allowed a discount on parts and sheet metal to make them competitive with other shops.

"Individual orders for parts can be small, in the $50 category, whereas a crash part order can run $400 or more," Campbell said. "About 280 of our dealers are involved in the STAR program, a little more than a quarter of the dealer body. The program, as all parts programs, is supported by the best parts fill rate in the industry, better than 95 percent."

• The push for higher dealer profits also includes special accessory programs "to help achieve greater sales of these high-profit items, an incentive program for remanufactured parts and, starting in September, batteries will get a boost with new pricing and a new merchandising program."

"Parts sales are big business," Campbell said. "Already, the combined sales of parts and accessories by all U. S. Toyota dealers exceed $670 million per year at the retail level.

"However, this is only 54 percent of the $1.3 billion potential market for our dealers if all 5 million Toyota owners came back to the dealerships," he said. "There is room for improvement."

There are now some 200 Toyota dealers who achieve parts and accessories sales of at least one million dollars a year and, for each of them, this is equivalent to selling an extra 420 vehicles per year. The average Toyota dealer sells $50,000 worth of parts each month, with a gross profit of 33 percent.

Campbell also noted that parts and service are not only a highly profitable business but also help sell more vehicles. Surveys indicate that customers who are satisfied with the parts and service support they receive are 40 times more likely to return to that dealer when they buy their next vehicle.

auction directory

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Newest Auction—Empire State Auto Auction. Sale every Weds., 6 PM & every Sat., 10:30 AM. Fleet & lease accts. welcome. 3 lanes. 400 cars. 516-968-8832.

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Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

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Flxible Metro transit bus

The Flxible Metro, which will be built now by an Ann Arbor (Mich.) firm, is an advanced design city transit bus which the company said meets the need for a basic, reliable vehicle for today's modern urban development.

Michigan firm completes purchase of Flxible Bus

Continued from Page 16

self to remanufacturing older buses at a cost much lower than the purchase of a new bus."

He said the service parts operations in Loudonville have been reorganized to provide better parts distribution services. Flxible has parts-distribution centers in South Plainfield, N. J., Compton, Calif., and Seattle, and is currently considering a fourth center in the Southwest.

Obert said Flxible will begin operations profitably, with a backlog of approximately 600 transit buses at an estimated value in excess of $100 million.

"General Electric Credit Corp. has established a $45 million line of credit for Flxible Corp. to fund present operations as well as planned growth," he said.

There has been no interruption of production during the transition period, he added. Flxible currently is producing three buses a day at the Delaware plant, and the rate will be increased significantly within 90 days, he said.

Besides remanufacturing older buses, Obert said the company is exploring other avenues of business that are consistent with its expertise.

"We are considering new bus models to expand our participation in the transportation industry," he said. "Among the possibilities are executive coaches, inter-city coaches as well as articulated buses."

factories list auction dates

American Motors

Aug. 10—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Southern Auto Auction, Warehouse Point, Conn.

Aug. 11 — Minneapolis Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

Aug. 12 — Floyd Hauhe Auto Auction, Bridgeton, Mo., and Concord Auto Auction, Acton, Mass.

Aug. 16—Aptco Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Aug. 17—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Kansas City Auto Auction, Kansas City, Mo.

Aug. 18—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Aug. 24—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Southern Auto Auction, East Windsor, Conn.

Aug. 25—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

Aug. 26—Floyd Hauhe Auto Auction, Bridgeton, Mo., and Concord Auto Auction, Acton, Mass.

Aug. 30—Aptco Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Aug. 31—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Kansas City Auto Auction, Kansas City, Mo.

Ford Motor Co.

Aug. 9—Dallas Auto Auction, Dallas, Tex.

Aug. 10—Clanton's Auto Auction, Darlington, S. C.

Aug. 16—Arena Auto Auction, Chicago, Ill.

Aug. 17—Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

General Motors

Aug. 9—Southern Auto Auction, East Windsor, Conn.

Aug. 11—Nashville Auto Auction, Nashville, Tenn.

Aug. 18—Butler Auto Auction. Gibsonia, Pa.

Aug. 23—Aptco Auto Auction, Taylor, Mich.

Aug. 24—Hatfield Auto Auction, Hatfield, Pa.

Aug. 24—Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 25 — Indianapolis Auto Auction, Indianapolis, Ind.

Aug. 30—Arena Auto Auction, Chicago, Ill.

Aug. 31—Metro Auto Auction, Kansas City, Mo., and Golden Gate Auto Auction, Fremont, Calif.

Dana division develops system for driveshafts

Continued from Page 16

three pieces can be purchased directly or leased by Drivetrain Specialist distributors of the Dana division, Fox said. The equipment will not be available until the fall and no firm prices have been set, but it was estimated that the total system could cost about $80,000.

A new training program for distributor personnel also has been developed by DSD. The four-day course will be given at Dana's Tech Center in Ottawa Lake, Mich.

DSD supplies products and services to two basic market segments — the on-highway heavy-truck market and the on-highway mobile fluid-power equipment market.

Products are sold under two brand names, Spicer and Chelsea, through a nationwide network of about 160 independent distributors known as Spicer Drivetrain Specialists and Chelsea Mobile Equipment Specialists. They are a single source for the entire drivetrain system in the replacement-parts market.

Spicer heavy-truck products include heavy-duty clutches, axles, transmissions, transfer cases, driveshafts and driveline components.

Mobile-equipment products include Chelsea power takeoffs, hydraulic pumps and valves, air controls and a line of hoses and fittings.

3-month revenues of motor carriers lowest since '78

Continued from Page 16

posted during the first quarter of the year.

Results for the second quarter include a $1.5 million pretax LIFO benefit resulting from planned inventory reductions. This benefit was $17.7 million less than reported in the comparable period last year.

• Clark Chairman James R. Rinehart said reduced sales volume is a result of the continued depressed state of the economy, but added that the company's plant consolidation efforts are proceeding rapidly.

"We are optimistic that we will reach our goal of a 35 percent reduction in our break-even point by 1984," he said.

Used Car Sales

Auction Averages

August to date	$5,089
Month ago	$4,810
Year ago	$4,831

Model breakdown

Auction Averages

	AUGUST TO DATE	JULY	JUNE
1983	$11,069	$11,178	$10,012
1982	7,632	7,622	8,070
1981	5,898	6,164	6,142
1980	4,957	5,281	4,906
1979	4,513	4,529	4,644
1978	3,767	3,353	3,475
1977	3,002	2,645	2,779
1976	1,821	2,113	1,977
Overall Average	$ 5,089	$ 5,172	$ 5,138

Domestics climb 34 pct. in July; imports, 7 pct.

New-car sales recovery continues

Continued from Page 3

da held the remaining 0.80 percent of the current year's July market.

Oldsmobile and Buick basked in the glory of record July sales, both makes beating out former sales in pinnacles reached in 1978. Cadillac announced its second-best July. Oldsmobile was up 45.60 percent, to 82,051 from 56,352 last year. Buick was up 49.33 percent, to 73,221 from 49,032, and Cadillac was up 40.52 percent, to 24,676 from 17,561.

Other makes with sales increases were: Plymouth, up 18.68 percent; Chrysler, up 47.47 percent; Dodge, up 44.95 percent; Ford, up 8.50 percent; Mercury, up 35.34 percent; Lincoln, up 38.27 percent; Chevrolet, up 28.95 percent, and Pontiac, up 50.96 percent.

Imperial sales were off 41.51 percent, AMC was down 65.95 percent and VWoA was down 22.32 percent on a year-to-year basis. Renault Alliance and Honda Accord have no year-ago figures.

Once again, it was the European auto makers that set record after record in July as their Japanese counterparts were hampered by that nation's export restraints.

Volvo reported record sales in July (up 10.80 percent) and its best month ever with 8,549 units, including tourist deliveries. Saab had its 16th consecutive month of record-setting sales and Jaguar its 33rd month.

• BMW enjoyed record sales of 5,102, up 10.72 percent from 4,608 in 1982; Mercedes was up 12.43 percent; Peugeot was up 11.30 percent; Porsche was up 128.05 percent; Volkswagen was up 18.89 percent; Renault was up 7.86 percent, and Audi was up 33.77 percent.

Top-import Toyota was up 4.10 percent for the month and 6.36 percent for the calendar year. "Our car sales are limited by low inventories — the direct result of import restrictions," said Norman D. Lean, senior vice president and chief operating officer, Toyota Motor Sales, U.S.A. Inc.

Nissan, the second-in-command among imports, had a 9.32-percent sales increase in July; Honda stayed at its 1982 level; Mazda was off 5.17 percent; Subaru was up 6.51 percent, and Isuzu was up 62.19 percent.

Imports accounted for the largest single segment of the July market with 27.10 percent of the whole. Intermediates had 26.05 percent, compacts had 17.13 percent, standards had 12.85 percent, subcompacts had 11.76 percent and luxury models had 5.11 percent.

In the domestics-only breakdown, intermediates accounted for 35.74 percent, compacts had 23.50 percent, standards had 17.62 percent, subcompacts had 16.13 percent and luxury models had 7.01 percent.

• In the final 10-day period, domestic sales climbed 24.54 percent, to 234,386 from 188,194 last year. On a daily-rate basis sales were up 38.39 percent: Nine selling days this year averaged 26,043 per day compared with 18,819 per day for 10 selling days in late July, 1982.

GM was up 29.86 percent for the period; Ford was up 5.34 percent; Chrysler was up 33.70 percent; AMC was up 96.90 percent; VWoA was off 18.02 percent, and Honda dealers sold 1,619 Accords during the period.

GM earned 59.49 percent of the late-July domestic market; Ford had 23.02 percent; Chrysler had 12.86 percent; AMC had 2.52 percent; VWoA had 1.42 percent, and Honda captured the remaining 0.69 percent.

U. S. CAR SALES BY MARKETING UNITS

	July, 1983	July, 1982	7 Mos., 1983	7 Mos., 1982
Chevrolet	118,149	91,623	785,108	749,372
Ford	84,994	78,332	599,382	559,218
Oldsmobile	82,051	56,352	587,077	465,019
Buick	73,221	49,032	498,704	410,031
Toyota	50,191	48,215	332,308	312,450
Pontiac	49,869	33,034	301,079	288,359
Nissan	47,946	43,857	323,800	274,978
Honda	35,131	30,471	233,955	220,091
Mercury	38,524	28,986	232,080	196,113
Dodge	34,134	25,098	221,071	181,839
Plymouth	28,978	25,223	194,755	182,141
Cadillac	24,676	17,561	169,325	133,856
VW of America	19,482	17,869	133,263	125,959
Chrysler/Imperial	22,089	15,039	150,414	98,975
Mazda	14,353	15,136	103,454	92,018
Subaru	13,457	12,634	92,776	85,082
AMC-Renault	18,110	12,162	135,278	78,284
Lincoln	7,849	5,670	56,159	49,354
Volvo	8,549	7,716	56,561	49,504
Mercedes-Benz	6,060	5,390	41,840	37,359
BMW	5,102	4,608	31,782	29,168
Saab	2,188	1,710	16,114	10,555
Isuzu	2,042	1,259	11,879	7,781
Fiat	432	1,851	5,002	11,635
Peugeot	1,399	1,257	8,721	8,106
Jaguar Rover Triumph	1,057	758	8,790	5,231
Mitsubishi	3,043	——	17,034	——
DeLorean	20†	361	355†	1,910
Alfa Romeo	223	199	2,007	1,139
TOTAL	791,310	629,203	5,340,073	4,685,527

† Estimate.

IMPORTED CAR SALES

	July, 1983	July, 1982	7 Mos., 1983	7 Mos., 1982
Alfa Romeo	223	199	2,007	1,139
Audi	4,532	3,388	26,923	26,140
BMW	5,102	4,608	31,782	29,168
Challenger	1,645	1,392	10,229	8,910
Plymouth Colt	3,571	3,847	18,742	20,320
Dodge Colt	3,754	3,882	21,496	21,716
DeLorean	20†	361	355†	1,910
Fiat	386	1,582	4,480	11,085
Honda	30,526	30,471	212,489	220,091
Isuzu	2,042	1,259	11,879	7,781
Jaguar	1,057	758	6,798	5,231
Lancia	48	80	513	540
Mazda	14,353	15,136	103,454	92,018
Mitsubishi	3,043	——	17,034	——
Mercedes-Benz	6,060	5,390	41,840	37,359
Nissan	47,946	43,857	323,800	274,978
Peugeot	1,399	1,257	8,721	8,106
Porsche	2,073	909	13,241	7,880
Renault	4,103	3,804	28,151	23,941
Saab	2,188	1,710	16,114	10,555
Sapporo	1,448	1,197	9,174	8,979
Subaru	13,457	12,634	92,776	85,082
Toyota	50,191	48,215	332,308	312,450
Volkswagen	6,734	5,884	44,312	37,902
Volvo	8,549	7,716	56,561	49,504
TOTAL	214,448	199,295	1,428,189	1,300,795

† Estimate

Polyglycoat wins 11th-hour reprieve on liquidation

BOCA RATON, Fla. — Polyglycoat Corp. has won an 11th hour reprieve from creditors demanding liquidation of the troubled auto-paint sealant manufacturer.

The firm offered a reorganization plan calling for a payback of the $1.7 million in claims against the company.

Creditors must still approve the plan, but at a court hearing in West Palm Beach, Fla., the company convinced the court-appointed trustee to drop a request to convert the firm to a Chapter 7 bankruptcy.

Polyglycoat filed for Chapter 11 protection Feb. 25 as creditors and warranty claims began to mount against it.

Part of the money to pay creditors will come from the sale of the company's $1.3 million headquarters, which should net $150,000, according to court documents.

Other sources for the five-year payback include accounts receivable of $300,000, sale of a joint venture which will realize $57,000 and an IRS refund of $150,000.

Although filing for Chapter 11 cost the company in both distributors and sales (projections for 1983 call for $2.9 million in sales compared with $3.7 million last year and $13.1 million in 1980), the move was necessary to shield the company from the dozens of lawsuits it faced and to allow a reorganization, said President Gloria Fiveson.

• The company will no longer operate its application centers in Fort Lauderdale, New York and New Jersey and will shift its emphasis from a car-dealer-dependent distribution system to a network of independent Polyglycoat dealers who will service both new and used cars.

New-car owners will receive a three-year warranty with coupons for a free inspection every six months, said Dick Shalla, a former Chevrolet and American Motors dealers who is setting up the master distributorship for the Southeast for Polyglycoat under his independent firm of Automotive Custom Services, Inc.

Used-car owners, boat owners and plane owners who have their vehicles treated with Polyglycoat will receive a two-year warranty, he said.

DOMESTIC CAR SALES

	July 21-31, 1983	Same Period, 1982	July, 1983	Same Month, 1982	Jan. 1 to July 31, '83	Same Period, 1982
Renault Alliance	——	——	11,181	——	31,931	——
Spirit	——	——	348	1,100	3,884	11,986
Concord	——	——	249	4,538	10,878	20,424
Eagle	——	——	2,249	2,620	18,434	21,953
AMC	——	——	2,846	8,358	33,196	54,343
AMERICAN MOTORS*	5,907	3,000	14,007	8,358	115,127	54,343
Horizon	2,361	1,103	5,490	2,836	30,434	29,911
Turismo/TC-3	1,417	1,400	3,563	3,182	21,769	23,508
Reliant	5,089	4,287	13,749	11,493	102,699	87,323
Gran Fury	348	1,077	1,159	2,678	12,937	14,100
Total Plymouth	9,215	7,847	23,961	20,189	167,830	154,842
LeBaron	——	——	——	——	——	912
LeBaron K	2,951	3,446	7,035	7,887	48,688	52,654
Cordoba	315	526	836	1,229	8,750	9,118
New Yorker 5th Ave.	2,904	2,559	6,995	5,817	49,825	34,488
E-Class	1,082	——	2,852	——	21,054	——
New Yorker E	1,923	——	4,309	——	21,049	——
Total Chrysler	9,185	6,531	22,027	14,933	149,386	97,172
Total Imperial	25	43	82	106	1,048	1,803
Omni	2,149	1,019	5,124	2,590	27,512	24,678
Charger/024	1,990	1,327	4,844	3,065	26,579	24,288
Aries	4,786	3,475	10,757	8,424	76,534	65,040
Dodge 400	987	1,200	2,534	2,761	19,767	15,729
Diplomat	587	861	2,297	2,480	18,547	16,948
Mirada	160	204	411	584	3,258	4,532
Dodge 600	1,078	——	2,788	——	17,149	——
Total Dodge	11,706	8,118	28,735	19,824	189,346	151,213
CHRYSLER CORP.	30,132	22,537	74,785	55,052	507,599	405,030
EXP	994	1,374	2,706	2,958	15,086	25,585
Escort	10,613	15,340	25,416	34,296	209,910	214,551
Tempo	5,709	——	13,375	——	31,033	——
Mustang	4,158	4,588	10,035	9,367	71,837	71,161
Fairmont	551	3,525	1,438	8,157	34,827	77,653
Granada	——	4,832	——	9,905	3,751	70,402
Thunderbird	5,438	1,719	12,351	3,721	65,507	26,040
LTD '83	4,990	——	11,861	——	91,157	——
Crown Victoria	2,606	3,678	7,812	9,983	78,274	73,826
Ford Division	35,010	36,056	84,994	78,332	596,362	559,218
LN7	143	379	333	824	3,852	8,867
Lynx	3,304	4,690	7,201	9,324	51,161	60,794
Topaz	1,684	——	4,200	——	9,961	——
Zephyr	823	1,196	800	2,812	11,583	25,033
Cougar	——	2,197	——	4,557	906	31,045
XR-7	3,793	586	8,793	1,257	40,379	9,403
Capri	897	1,157	1,852	2,228	13,793	17,741
Marquis '83	2,479	——	6,091	——	37,597	——
Grand Marquis	2,756	2,457	7,254	5,984	62,848	43,230
Total Mercury	15,659	12,612	36,524	26,986	232,080	196,113
Continental	404	622	945	1,245	8,875	13,467
Lincoln	1,738	1,168	4,111	2,879	29,601	20,578
Mark VI	1,156	773	2,784	1,746	17,683	15,309
Total Lincoln	3,298	2,563	7,840	5,870	56,159	49,354
L-M Division	18,957	15,175	44,364	32,856	288,239	245,467
FORD MOTOR CO.	53,967	51,231	129,358	110,988	887,621	804,685
Skyhawk	2,451	1,658	5,857	3,208	46,091	21,822
Skylark	3,659	4,055	9,587	8,182	66,071	88,272
Century	4,782	2,592	12,639	5,807	75,059	49,497
Regal Sedan	2,516	2,548	6,322	5,718	46,006	47,167
Regal Coupe	5,171	4,587	13,553	10,588	93,879	83,777
LeSabre	5,240	4,082	14,029	8,993	88,357	61,497
Electra	2,722	1,780	7,389	4,050	45,583	32,708
Riviera	1,483	1,181	3,848	2,696	27,658	25,291
Buick Division	27,984	22,483	73,221	49,032	488,704	410,031
Cimarron	629	372	1,502	830	11,852	7,086
Seville	978	425	2,481	1,000	17,130	12,135
Cadillac	6,007	4,352	15,068	11,767	102,292	83,280
Eldorado	2,316	1,804	5,625	3,984	38,051	31,355
Cadillac Division	9,930	6,753	24,676	17,581	169,325	133,856
Chevette	5,587	7,846	13,195	15,786	106,911	136,053
Cavalier	11,173	2,732	25,311	5,948	143,945	68,078
Citation	2,599	5,316	6,387	12,314	62,932	117,587
Camaro	6,351	6,530	16,345	16,255	105,342	112,736
Celebrity	5,585	2,445	14,429	5,878	86,803	48,337
Malibu	3,854	3,415	9,908	8,971	67,117	69,817
Monte Carlo	3,289	2,971	8,210	7,512	58,508	60,745
Chevrolet	8,735	6,998	21,846	17,095	139,507	121,659
Corvette	955	697	2,519	1,866	16,043	14,360
Chevrolet Division	48,128	38,750	118,149	91,623	785,108	749,372
Firenza	1,584	895	3,824	1,782	28,458	13,315
Omega	1,775	1,961	4,631	4,225	35,286	44,954
Cutlass Ciera	6,381	2,511	16,094	5,950	97,889	58,004
Supreme	10,233	8,744	25,790	20,937	195,455	171,804
Olds 88	7,380	6,741	19,247	15,857	141,495	107,342
Olds 98	3,948	2,348	9,464	5,346	66,131	49,264
Toronado	1,221	983	3,001	2,275	22,383	20,146
Oldsmobile Division	32,520	24,181	82,052	56,352	587,077	465,019
1000	1,258	1,850	2,923	3,089	20,828	30,995
2000	3,943	1,645	8,887	3,242	54,051	31,358
Phoenix	923	1,881	2,258	3,227	16,972	31,476
Firebird	3,226	3,113	8,052	7,388	53,059	64,930
6000	3,636	1,397	8,710	3,150	47,899	25,137
Bonneville	3,217	2,568	7,868	5,882	47,721	46,251
Grand Prix	3,472	2,758	8,233	6,549	52,292	54,036
Pontiac	1,204	1	2,920	487	8,257	4,176
Pontiac Division	20,879	15,209	49,869	33,034	301,079	288,359
GENERAL MOTORS	130,441	107,376	347,966	247,602	2,331,293	2,046,637
VOLKSWAGEN	3,320	4,050	6,143	7,908	48,787	54,037
HONDA	1,619	——	4,665	——	21,466	——
DOMESTIC TOTAL	234,386	188,194	576,894	429,908	3,911,893	3,384,732
IMPORT TOTAL	——	——	214,448	199,295	1,300,795	1,428,180
INDUSTRY TOTAL	——	——	791,310	629,203	5,340,073	4,685,527

*—AMC does not issue a nameplate breakdown for 10-day periods.

Auction date changed

DETROIT — The General Motors auction slated for Golden Gate Auto Auction, Fremont, Calif., is moved up to Wednesday, Aug. 24 from the listed date of Wednesday, Aug. 31.

Domestic total down 76 for first half

Dealer decline lightest since 1977

Continued from Page 1

and dealership totals for the Big Three shows that each company is doing more dualing among its own makes. At Chrysler Corp. and Ford Motor, the dealership count is up, but not as much as the franchise count. At GM, the dealership total is down despite a rise in the franchise figure. This means only one thing: More dualing within the corporation.

• The first half was definitely an "up" period for Chrysler Corp.—in the dealership field as well as in the sales and financial areas. The company added 27 dealers in the first quarter and topped that with a gain of 35 in the second. Last year, Chrysler had a loss of 19 for the first half.

The second quarter brought Chrysler Corp.'s largest net upturn in its dealer total since the second quarter of 1965. It was the fourth time in the last five quarters that Chrysler has shown an increase.

The company opened the year with 3,637 car dealerships and had 3,699 on July 1.

Franchise counts at midyear were: Chrysler, 2,725; Plymouth, 2,657; Dodge, 2,577, and Imperial, 416.

In addition to its 3,699 car dealerships, Chrysler Corp. has eight that handle only Dodge trucks. They are not included in the corporation's car-dealer total or in the Dodge car-franchise total.

Ford Motor Co. had a drop of 11 car dealerships in the first quarter but rebounded with a rise of 21 in the second. It was Ford's biggest gain for any quarter in the 22 years that AUTOMOTIVE NEWS has been tabulating dealer changes on a quarterly basis.

In 1982, Ford Motor had a decline of 156 dealerships in the first half.

U. S. FRANCHISES

	July 1, 1983	Jan. 1, 1983
AMERICAN MOTORS - Renault		
AMC	1,430	1,457
Renault	1,319	1,322
CHRYSLER CORP.		
Chrysler	2,725	2,665
Dodge	2,577	2,492
Imperial	416	425
Plymouth	2,657	2,587
FORD MOTOR CO.		
Ford	4,598	4,596
Lincoln	1,516	1,478
Mercury	2,612	2,581
GENERAL MOTORS		
Buick	2,935	2,910
Cadillac	1,590	1,575
Chevrolet	5,160	5,195
Oldsmobile	3,150	3,135
Pontiac	2,965	2,945
VOLKSWAGEN	915	934

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Ford had 5,414 car dealers on Jan. 1 and 5,424 at midyear.

The July 1 franchise totals were: Ford, 4,598; Mercury, 2,612; Lincoln, 1,516.

Ford Motor Co. has 100 outlets that handle only Ford heavy-duty trucks. They are not included in the company's car-dealer total or in the Ford Division car-franchise total.

• GM had declines of 50 and 25 dealerships for the first two quarters of 1983 for a total of 75. Last year, the dips were 145 and 140 for a total of 285.

The second quarter of this year was GM's smallest drop since the second quarter of 1979.

In the first half of this year, GM's dealership total dropped from 10,160 to 10,185.

Franchise totals on July 1 were: Chevrolet, 5,160; Oldsmobile, 3,150; Pontiac, 2,965; Buick, 2,935, and Cadillac, 1,590.

American Motors-Renault opened the year with 1,589 dealerships, added one in the first quarter but lost 49 in the second to wind up with 1,541 at midyear.

The latest count shows 1,430 franchises for AMC cars and 1,319 for Renault. The figures include 1,208 stores that handle both makes, so the corporate dealership total is 1,541.

Volkswagen had a decline of 14 outlets in the first quarter and five in the second to reduce its total to 915 from 934 at the beginning of 1983.

VW's loss was lighter than the drop of 39 dealerships in the first half of 1982.

The latest domestic dealership total of 20,723 is down 401 from the 21,124 in operation on July 1, 1982.

Year-to-year changes show an increase of 34 for Chrysler Corp. and dips of 52 for VW, 103 for Ford Motor and 285 for GM. The current AMC-Renault total is 31 higher than the AMC figure of a year ago. Renault was not included last year because Renault was not a U. S.-built car at that time.

The aggregate decline for the makers is 375. A change in the number of intercorporate duals brought the industry's drop to 401.

Two ways to build it

Antique & Classic Automotive, Inc., Buffalo, offers buyers a choice with its 1937 Jaguar SS-100 replica kit. The vehicle can be assembled with engine in front, using Ford Pinto componentry, or with engine in rear, based on VW Beetle parts. Prices range from $4,495 to $5,995.

Ford says no fire hazard; refuses Escort-Lynx recall

WASHINGTON. — Ford Motor Co.'s refusal to recall 1981-82 Escort, Lynx, EXP and LN7 vehicles for possible fire hazards is in response to inquiries made by NHTSA whenever it opens what is called Engineering Analyses.

In addition to these two, there are six other Ford EAs active at NHTSA compared with 17 EAs for General Motors and 6 EAs for Chrysler Corp., out of a total of 58 involving vehicles. (Another 18 deal with the structural integrity of wheels.)

The Ford EAs in this instance involve between 345,000 and 514,000 cars.

NHTSA opens Engineering Analyses whenever complaints indicate potential safety hazards, and fire is always considered serious.

One Ford EA — based on 13 complaints to NHTSA — concerns 1981-82 vehicles because of the proximity of power steering hoses to catalytic converters. Ford said that in nine out of 13 cases, actual fires may not have occurred, just smoke when power steering fluid hit the hot exhaust system.

During early production, Ford said it found that improper routing could locate the hose closer than 1½ inches from the converter and so on April 17, 1981, it incorporated bundling straps into production and then told dealers to install bundling straps while prepping cars and during any other service on those vehicles produced before April 7.

At the start of the '82 model run, the hose was rerouted and the catalytic converter was placed farther back.

• Neither the technical bulletin sent to dealers nor the rerouting and relocation of the components on '82 models should be read as any sign of a fire hazard, Ford said. Further, Ford said, the latest reported incident was 1½ years ago.

Some 169,000 vehicles are potentially involved, and with only 13 incidents reported — which may have been only puffs of smoke — the incidence is far lower than fires in all vehicles in the field, Ford said.

The other fire-related Engineering Analysis involving '81 and '82 Escort and Lynx models involves reports of electrical short of the rear-window defroster circuit because of the wearing away of a rubber grommet. Ford's fix was to add a nylon washer next to the rubber grommet.

Involved are some 345,000 of the one million produced that have rear-window defrosters. Here, Ford also claims some alleged fires were mere puffs of smoke.

Hammer's 25th

Richard Hammer, Ed Hammer, Inc., Sheridan, Wyo., received a 25-year-dealer plaque from D. B. Domres, Chevrolet Salt Lake City zone manager.

California sales begin this month for Zoe Zipper

LOS ANGELES. — Zoe Motors, Inc., here, has introduced a line of fuel-efficient vehicles and has announced that it has a dealer network in San Francisco and throughout northern California.

The three-wheel Zipper, manufactured by Mitsuoka Motors of Japan, is powered by a 50-cc engine, and is available in single-seat, two-seat, convertible, step van and truck models. The vehicles go on sale this month.

All versions of the Zipper are priced in the $3,000 to $3,500 range and offer fuel economy in excess of 110 MPG in city traffic, according to the company.

Zoe said that it has signed dealers in Hayward, Los Gatos, San Jose, Monterey, Salinas, San Francisco, Turlock, Modesto, Daly City, Burlingame, Sacramento, Fairfield, Stockton, Sunnyvale, Danville and Vacaville.

Mack's common stock on sale at $15 a share

Continued from Page 16

truck manufacturer which builds the Classes 6 and 7 Mack Mid-Liner trucks sold in North American markets, has agreed to boost its ownership of Mack from 20 percent to 45 percent for $100 million.

Renault will assume operating control of Mack and also receive a warrant to purchase an additional 15 percent interest in Mack.

Of the 13.7 million shares on sale, 3,333,334 are being offered by Mack and 10,366,666 by Signal. Mack's proceeds, after underwriting discounts and commissions, were estimated at $46,333,343, and Signal's were placed at $144,096,657.

Mack said its net proceeds — estimated to be $46,169,143 — will be used for working capital and for capital expenditures relating to new products, productivity improvement and quality maintenance.

Mack also said it currently is not permitted under certain loan agreements to pay dividends, and added that none is anticipated in the immediate future due to the need to retain and reinvest cash in its operations. The last time a dividend was paid was in 1980.

• As Harvester plans for the start of debt-restructuring negotiations, there are indications that the builder of heavy trucks and farm equipment will be asked to sell or close parts of the farm machinery operations or enter new joint ventures to cut costs.

The current loan agreement covering the $3.6 billion debt expires Dec. 15, and serious talks on a new agreement aren't expected until early in September.

Some lenders — there are more than 200 — say they want to increase the firm's chances for a long-term survival, and they note this would mean trimming the debt to a level where Harvester could begin to pay interest at or near market rates.

There also is a possibility that if a lower debt level is achieved, a longer-term debt agreement—four to seven years—could be negotiated.

In 1982 negotiations, major concessions were made by dealers and suppliers, and lenders converted almost $350 million of debt into equity. Lenders say a larger debt-for-equity exchange — perhaps $500 million — may be possible this year, probably in the form of warrants on preferred stock convertible to common.

But some observers think Harvester will have a tough time from dealers and suppliers.

Under White's modified reorganization plan, the largest group of creditors — general unsecured creditors — would receive about 50 cents for each $1 of allowed claim.

Creditors with small unsecured claims would be able to choose a single cash distribution, while shareholders of White Motor would get one share of common stock of the reorganized company for each 10 shares they now hold.

Copies of the modified plan, the company said, will be mailed to creditors in September after a hearing in U. S. Bankruptcy Court in Cleveland.

White, which is reorganizing as an automotive components manufacturer, also said agreement has been reached on the terms under which WM Financial Corp. will acquire a minority interest in the reorganized firm and its wholly owned subsidiary, Gemini Mfg. Co.

WM Financial, under the agreement, initially would purchase 26 percent of the common stock and a part of newly issued preferred stock of the reorganized White Motor, plus a 19 percent equity in Gemini.

• In addition, WM Financial would have an option to buy more equity shares in Gemini. Preferred stock also would be issued to certain White Motor creditors. These preferred shares, as well as those acquired by WM Financial, would be subject to redemption starting in 1987.

Under the new plan, the reorganized company, at the option of certain creditors, would be obligated to repurchase the common stock issued to them.

White Motor filed for Chapter 11 status in September, 1980, after it was unable to renegotiate its long-term debt. Under Chapter 11, a company continues to operate under court protection from creditor lawsuits while it works out a plan to repay its debts.

Tiedge to handle Olds

PORTSMOUTH, O. — Frank A. Tiedge has signed an Oldsmobile franchise.

Makers build 461,046 cars for month

July auto production tops '82 total

By Mary Beth Mayer
Staff Writer

The domestic auto makers assembled 461,046 units during July, a month in which many plants ceased production for a few days or a few weeks for model changeover or vacation.

Production for the month was up 5.59 percent over 436,644 cars finished during the year-ago month, but was the second lowest month total of this year, topping only the 435,455 units assembled in January.

Last week, the manufacturers scheduled 88,554 cars, a 22.93 percent drop from the prior week's 114,899 but up 16.90 percent from 75,756 completed in the year-ago week.

Plants closed for changeover to 1984 model production and inventory control accounted for the steep decline from the previous week.

Breakdown for the week by companies was: General Motors, 55.56 percent; Ford Motor Co., 31.61 percent; American Motors, 4.91 percent; Chrysler Corp., 3.57 percent; Volkswagen of America, 2.65 percent, and Honda, 1.70 percent.

So far this year, the auto makers have assembled 3,842,995 units, a 20.48 percent gain from last year's 3,189,985.

Five GM points — Detroit, Flint, Linden, Norwood and Van Nuys — were down last week for model changeover. Flint and Norwood are scheduled to go back to work today.

Ford's Atlanta and Dearborn plants were closed last week for inventory control, and the Kansas City facility worked Saturday (Aug. 6).

Chrysler closed its Belvidere and Newark plants last week for model changeover.

Ford is leader in European sales for first half

DEARBORN. — With sales of 727,000 units, Ford Motor Co. was the No. 1 seller of cars in Europe during the first half of 1983, marking the first time ever that Ford has held car sales leadership for a full six-month period, the company announced.

"Our record share of 12.8 percent is up 0.9 of a percentage point over the previous best set in 1982," said Robert A. Lutz, executive vice president, Ford International Automotive Operations. "In total, we are investing more than $1 billion in Europe on new and improved products during 1983."

Renault was the No. 2 car seller in Europe during the first six months of this year.

Latest available statistics also show that the Ford Escort is Europe's best-selling car, closely followed by the Sierra, while the eighth place Fiesta gives Ford three models in the European Top Ten, according to the company.

Industry estimates for 1983 also indicate that the Western European market, predicted at 10.12 million new cars this year, will be the largest since the record 10.329 million units in 1979.

Sport Chevrolet opens separate truck center

SILVER SPRING, Md. — Sport Chevrolet has held a grand opening for its truck center, across the road from its dealership.

The new truck center doubles the size of Sport's truck department.

Celebrating silver

Frank A. Speney, right, owner of Speney Chevrolet, Inc., West Newton, Pa., received Chevrolet's 25-year dealer award from Lester P. Schinzing, Chevrolet's Pittsburgh zone manager.

4,690 at GM to get U.S. aid

WASHINGTON. — The Labor Department has certified 4,690 former General Motors employees—2,520 at Pontiac and 2,170 at Cadillac—as eligible to apply for cash benefits, training and other assistance under provisions of the Trade Act of 1974.

The department said the certifications were made because increased sales of imported cars were a chief cause of the workers losing their jobs.

The certifications cover Pontiac workers who lost their jobs between April 25 and Oct. 1, 1982 and Cadillac workers who were laid off between May 2 and Oct. 1, 1982.

Canadian output for July dips to 12-month low

July's Canadian auto output was the lowest of any month since July, 1982.

Last month, the makers built 48,193 cars, up 3.84 percent from 46,413 completed in July of last year.

Last week, the manufacturers scheduled 12,333 autos, down 18.97 percent from 15,219 built the week before, and down 9.39 percent from 13,610 finished in the year-ago week.

Year-to-date, 599,393 cars have been completed, up 11.50 percent from 537,575 finished in the year-ago period.

At 24,419, truck production last month was down 6.15 percent from 26,018 assembled in the year-ago month and up 11.35 percent from 21,931 built in July, 1980. It was the lowest for any month since August, 1981, when 16,816 trucks were completed.

The makers estimate last week's truck production at 6,881, up 35.86 percent from 5,065 completed in the previous week but down 3.46 percent from 7,127 in the year-ago week.

So far this year, 307,306 trucks have been assembled, down 2.81 percent from 316,179 completed in the year-ago period.

General Motors' Oshawa Plant No. 2 was down last week for vacation. Today (Aug. 8), GM's Oshawa Plant No. 1 will begin a two-week break.

At the Oshawa truck facility, the first shift finished its two-week vacation last week and the second shift begins its two-week hiatus today.

Chrysler Corp.'s Windsor car point is retooling for the T-115 van/wagon, which it will begin to produce in October.

Volvo's Halifax plant returns today after a three-week vacation.

Truck production for July drops 2 pct. below '82

In July, when many plants missed one or two weeks of production as they closed for model changeover or vacation, the domestic truck makers finished 157,293 units, down from 161,807 completed in the year-ago month.

Although July production dropped 2.79 percent from last year, it rose 29 percent above output of 121,933 during July, 1981.

Last week's production was estimated at 43,926, down 4.41 percent from 45,951 units finished the previous week, but 36.42 percent over the 32,200 assembled in the year-ago week.

Year-to-date, the makers have finished 1,340,681 trucks, an 8.81 percent decrease from 1,232,205 assembled at this time last year.

General Motors' Flint plant was closed last week for its third week of model changeover and is scheduled to resume production today (Aug. 8).

TRUCK PRODUCTION IN U. S.†

	Week Ended Aug. 6, 1983	Week Ended Aug. 7, 1982	Week Ended July 30, 1983	July Total	Jan. 1 to Aug. 7, 1982	Jan. 1 to Aug. 6, 1983
CHEVROLET	14,887	12,086	14,213	69,115	433,245	475,333
DODGE	2,500	.....	1,917	10,132	80,133	80,998
FORD	18,249	11,780	21,122	46,072	435,412	522,293
GMC	4,070	4,078	3,669	19,271	158,163	152,970
INTERNATIONAL	970	1,200	928	2,402	29,602	29,133
VOLKSWAGEN	.....	.....	.....	.....	8,103	2,079
JEEP	2,200	2,006*	3,052	6,101	51,117	46,795
AM GENERAL	50*	50*	50*	200*	1,550*	1,480*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,000*	35,000*	29,600*
Total Trucks, U. S.	43,926	32,200	45,951	157,293	1,232,205	1,340,681

CANADIAN TRUCK PRODUCTION

	Week Ended Aug. 6, 1983	Week Ended Aug. 7, 1982	Week Ended July 30, 1983	July Total	Jan. 1 to Aug. 7, 1982	Jan. 1 to Aug. 6, 1983
CHRYSLER CORP.	1,868	1,717	.....	4,548	61,081	74,671
FORD MOTOR	3,214	3,447	3,238	2,957	86,716	80,299
GENERAL MOTORS	1,799	1,754	1,827	16,841	161,482	149,120
INTERNATIONAL	65	209	73	73	6,900	3,216
Total Trucks, Canada	6,881	7,127	5,065	24,419	316,179	307,306
N. American Trucks	50,807	39,327	51,016	181,712	1,548,384	1,647,987

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. All General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Aug. 6, 1983	Week Ended Aug. 7, 1982	Week Ended July 30, 1983	July Total	Jan. 1 to Aug. 7, 1982	Jan. 1 to Aug. 6, 1983
AMERICAN MOTORS	4,350	2,456*	3,334	8,714	38,755*	102,919
AMC Total	.....	2,456*	.....	.....	38,755*	4,071
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	.....	.....	.....	4,068
Renault Total	4,350	.....	3,334	8,714	.....	98,848
Alliance	2,900	.....	3,337	6,839	.....	95,523
Encore	1,450	.....	997	1,875	.....	3,325
CHRYSLER CORP.	3,160	1,811	8,680	55,644	354,553	494,110
Plymouth Total	1,060	621	4,482	22,915	146,056	178,979
Horizon	.....	.....	2,238	9,386	46,460	63,717
Reliant	1,000	621	2,232	13,497	99,596	112,256
Caravelle ('83)	60	.....	12	32	.....	3,006
Chrysler Total	800	534	392	8,428	68,567	114,644
LeBaron	400	534	392	3,255	68,567	52,465
Chrysler E-Class	400	.....	.....	5,173	.....	62,179
Dodge Total	1,300	656	3,806	24,301	139,930	200,487
Omni	.....	.....	2,281	10,659	43,771	72,829
Aries	900	437	1,385	9,097	75,413	83,249
Dodge 400	.....	219	.....	873	20,746	18,478
Dodge 600	400	.....	140	3,672	.....	25,931
FORD MOTOR	27,996	14,991	29,896	68,947	686,345	859,649
Ford Division	16,768	7,865	17,359	40,637	434,129	547,054
Escort	6,046	.....	4,260	10,398	168,757	152,678
Fairmont	.....	3,157	.....	.....	77,379	23,728
Mustang	.....	2,588	.....	4,237	81,918	67,478
LTD/Granada	2,439	.....	2,454	6,306	74,051	100,214
Thunderbird	1,652	2,120	3,673	6,953	27,525	113,916
Crown Victoria/Ford	1,956	.....	2,716	5,340	.....	54,742
EXP	.....	.....	.....	.....	4,499	1,184
Tempo	4,675	.....	4,256	8,303	.....	33,114
L-M Division	11,228	7,126	12,537	28,[illegible]	252,216	312,595
Mercury Total	8,581	5,537	10,043	22,663	194,711	246,581
Lynx	2,397	.....	2,076	5,262	52,863	43,243
Capri	.....	1,468	.....	683	22,426	12,892
Zephyr	.....	1,113	.....	.....	22,043	81,601
Marquis/Cougar	796	.....	1,481	3,273	35,953	43,296
Cougar/XR7	3,251	1,145	3,279	7,242	9,286	70,606
Gr. Marquis/Marquis	961	1,811	1,526	3,122	47,074	57,516
LN7	.....	.....	.....	.....	1,066	290
Topaz	1,176	.....	1,681	3,081	.....	10,137
Lincoln Total	2,647	1,589	2,494	5,647	57,505	66,014
Continental ('82)	.....	322	.....	333	12,024	8,793
Lincoln	2,647	765	2,494	4,328	26,172	37,030
Mark VI	.....	502	.....	986	19,309	20,191
GENERAL MOTORS	49,198	56,498	71,566	321,335	2,048,048	2,310,518
Buick Division	12,128	16,028	12,695	67,615	478,427	533,756
Skylark	.....	3,977	.....	5,604	91,562	61,382
Skyhawk J	1,400	.....	1,576	6,610	47,922	44,612
Century	3,847	3,412	3,805	14,758	84,673	99,607
Regal	4,000	4,779	3,592	17,388	126,630	148,874
Buick	2,256	3,860	2,476	18,481	106,452	151,006
Riviera	625	.....	1,246	4,774	21,208	28,275
Cadillac Division	963	221	2,217	17,095	139,001	184,971
Cimarron	331	221	436	1,461	3,660	12,418
Seville	100	.....	492	2,169	12,590	20,158
Eldorado	532	.....	1,289	5,165	34,312	44,900
Cadillac	.....	.....	.....	8,300	88,439	107,495
Chevrolet Division	15,139	23,352	27,569	118,727	659,545	751,189
Chevette	.....	5,547	3,620	16,527	144,605	109,173
Cavalier	7,468	1,613	8,351	33,125	55,078	177,453
Celebrity	.....	200	4,917	20,745	40,877	80,345
Camaro	1,101	4,963	2,765	17,224	141,476	118,697
Citation	.....	4,377	.....	4,074	116,692	60,950
Malibu	2,264	3,352	3,661	10,400	76,343	95,007
Monte Carlo	2,431	1,375	2,209	8,331	43,251	57,190
Chevrolet	1,250	1,692	1,435	5,838	23,043	38,028
Corvette	625	233	611	2,465	18,180	14,346
Oldsmobile Division	15,042	7,893	20,872	83,782	465,656	604,839
Omega	.....	2,358	.....	2,674	55,603	36,269
Firenza	770	.....	867	3,686	34,011	29,147
Cutlass	4,423	.....	6,407	25,329	119,636	174,972
Cutlass/Ciera	3,280	1,788	4,451	17,144	71,848	120,676
Oldsmobile	6,065	3,747	8,235	31,367	165,207	219,487
Toronado	504	.....	912	3,402	19,351	24,288
Pontiac Division	5,926	9,004	8,213	34,116	305,419	235,763
Acadian†	.....	.....	189	1,095	8,288	10,453
2000	2,129	.....	2,958	9,756	27,438	63,165
1000	1,020	1,802	1,460	3,888	25,520	26,913
Firebird	572	3,290	1,597	9,127	85,753	57,365
Phoenix	325	1,415	.....	2,055	34,487	16,590
G. Prix/B'ville ('83)	1,880	2,497	2,009	8,197	99,163	61,277
6000	.....	.....	.....	.....	24,770	.....
HONDA	1,500	.....	1,423	4,025	.....	24,112
VOLKSWAGEN	2,350	.....	.....	2,381	60,121	51,687
CHECKER	.....	.....	.....	.....	2,163*	.....
Total Cars, U. S.	88,554	75,756	114,899	461,046	3,189,985	3,842,995

CANADIAN CAR PRODUCTION

	Week Ended Aug. 6, 1983	Week Ended Aug. 7, 1982	Week Ended July 30, 1983	July Total	Jan. 1 to Aug. 7, 1982	Jan. 1 to Aug. 6, 1983
AMERICAN MOTORS	600	1,220	577	925	17,148	17,157
CHRYSLER CORP.	.....	3,652	.....	.....	98,852	103,857
FORD MOTOR	8,261	8,601	9,928	5,353	189,072	139,097
GENERAL MOTORS	3,472	.....	4,714	41,587	225,912	333,347
VOLVO	.....	137	.....	328	8,541	5,935
Total Cars, Canada	12,333	13,610	15,219	48,193	537,575	599,393
N. American Cars	100,887	89,386	130,118	509,239	3,727,560	4,442,388
N. American Trucks	50,807	39,327	51,016	181,712	1,548,384	1,647,987
North American Cars and Trucks	151,694	128,693	181,134	690,951	5,275,944	6,090,375

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.